

Message Text

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ACTION EB-08

INFO OCT-01 ARA-10 EUR-12 EA-09 NEA-10 ISO-00 CAB-05

CIAE-00 COME-00 DODE-00 DOTE-00 INR-07 NSAE-00

FAA-00 XMB-04 L-03 SS-15 NSC-05 AF-10 /099 W

-----251453Z 107556 /50

P 251049Z APR 77

FM AMEMBASSY AMMAN

TO SECSTATE WASHDC PRIORITY 1419

INFO AMEMB KUWAIT PRIORITY

AMEMBASSY ROME PRIORITY

AMEMBASSY TEHRAN PRIORITY

AMEMBASSY PARIS

AMEMBASSY LONDON

AMEMBASSY MANILA

AMEMBASSY ABU DHABI

AMEMBASSY BANGKOK

AMEMBASSY MANAMA

AMEMBASSY BRUSSELS

AMEMBASSY TOKYO

AMEMBASSY BRAZILIA

AMEMBASSY SANTIAGO

UNCLAS SECTION 1 OF 3 AMMAN 2374

ROME FOR RCAA

TEHRAN FOR RCAA

BRUSSELS FOR FAA

DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS; FAA FOR

CARY AND CORMICHAEL; EXIMBANK

KUWAIT FOR RCAA

E.O.11652: N/A

TAGS: EAIR, ETRD, BEXP, JO

SUBJECT: ALIA FLEET EXPANSION AND LINES OF DEVELOPMENT:

BOEING 747-200B COMBI FINANCING PACKAGE

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REF: A) AMMAN 2314

1. SUMMARY: RCAA DWOR IN COORDINATION WITH EMBASSY ECONOMIC OFFICER PAID SERIES VISITS ALIA SENIOR EXECUTIVE STAFF APRIL 20 AND 21, INCLUDING CHAIRMAN/PRESIDENT ALI GHANDOUR, EXECUTIVE V.P. EMILE FARKOUH, V.P. PLANNING NISAR ARYNE, V.P. MARKETING IYAB EL-KHALIDI, V.P. FINANCE FAHED FANEK, AND SENIOR V.P.

TECHNICAL/OPERATIONS NASRI JUMIAN. SIGNIFICANT DEVELOPMENTS
EMERGING FROM MEETINGS AS FOLLOWS:

A) ARLINE'S WIDEBODIED ACQUISITION PROGRAM (LONG-DELAYED BY
FINANCIAL COMPLICATIONS PARTIALLY ACHIEVED WITH FIRST BOEING
747-200B COMBI (TEMPORARILY COVERED BY BRIDGE-FINANCING) DELIVERED
AMMAN APRIL 15;

B) \$70 MILLION LOAN SCENARIO (REPAYABLE OVER TEN YEARS) COVERING
FIRST AND SECOND 747-200B COMBI'S ARRANGED SUBJECT EXIMBANK
\$21 MILLION LOAN GUARANTEE APPROVAL;

C) SIGNIFICANT ROUTE EXPANSION PROGRAM COVERING TRAFFIC POINTS
IN NORTH AMERICA, SOUTH AMERICA, FAR EAST, WEST AFRICA, NORTH
AFRICA, AND NORTHERN EUROPE PLANNED FOR IMPLEMENTATION THIS
YEAR AND EARLY 1978, COMMENCING WITH SCHEDULED 747-200B COMBI
SERVICE AMMAN-AMSTERDAM-NEW YORK JULY 11;

D) CONTINUATION OF PROFITABLE OPERATIONS IN 1976 FOR FOURTH
CONSECUTIVE YEAR DESPITE BURDEN OF OPERATING POLITICALLY-ORIENTED
LOSS-PRODUCING AQABA-AMMAN-DAMASCUS-ALEPPO ROUTE WITHOUT SUBSIDY
COUPLED WITH 150-0/0 INCREASE IN DOMESTIC AIRCRAFT FUEL COSTS;

E) STRONG 1976 INCREASES IN OPERATING REVENUES (UP 47.4PC)
AND TRAFFIC (UP 39.0 P.C) OVER 1975, WITH EVEN MORE MARKED
INCREASES FORECAST FOR 1977;

F) INDICATIONS THAT SHARP INCREASES IN CAPACITY (31 P.C) DURING
1977 CREATED BY INTRODUCTION TWO NEW 747-200B COMBI'S AND NEW
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LONG-RANGE ROUTES WILL BE MORE THAN COVERED BY TRAFFIC INCREASES,
INCREASING LOAD FACTOR BY 2.5 TO 5.5 POINTS AND ENHANCING
PROFITABILITY. DETAILS FOLLOW:

2. WIDE BODIED ACQUISITION AND FINANCING:

ALIA FIRST 474-200B COMBI, POWERED BY GE CF 6-50E ENGINES,
DELIVERED AMMAN APRIL 15 COVERED BY ALIA DOWNPAYMENT OF \$30
MILLION (UAE GRANT) AND TEMPORARY BRIDGE-FINANCING OF \$19 MILLION
FROM CITIBANK. SECOND BOEING 747-200B COMBI DUE FOR DELIVERY
AMMAN MAY 12 PROVIDED EXIMBANK ISSUES GUARANTEE OF \$21 MILLION
TO COMMERCIAL BANKS, ON ALIA'A BEHALF, AS CRITICAL COMPONENT OF
\$70 MILLION LOAN SCENARIO.

TOTAL PACKAGE APPEARS AS FOLLOWS:

CIST IF TWI 747-200? COMBI AIRCRAFT	\$85 MILLION
SPARES	15 MILLION
TOTAL	\$100 MILLION
ALIA DOWNPAYMENT (UAE GRANT)	\$30 MILLION
CITIBANK AND CROCKER NAT'l BANK	34 MILLION
COMMERCIAL BANKS BACKED BY EXIMBANK	

GUARANTEE 21 MILLION
THE BOEING COMPANY 15 MILLION
TOTAL \$100 MILLION

LOAN REPAYMENT PERIOD IS TEN YEARS AND INTEREST RATE
APPROXIMATELY 1 P.C CITIBANK AND CROCKER NAT'L BANK \$34 MILLION
PORTION COVERED BY MORTGAGE ON AIRCRAFT AND GOJ GUARANTEE.
EXIMBANK QUARANTEE TO COMMERCIAL BANKS FOR \$21 MILLION ALSO TO
COVERED BY MORTGAGE ON AIRCRAFT. AND GOJ GUARANTEE. BOEING
\$15 MILLION PORTION COVERED BY MORTGAGE ON AIRCRAFT.

3. ROUTE EXPANSION: ALIA INTRODUCED NEW SCHEDULED

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-----251453Z 108959 /50

P 251049Z APR 77

FM AMEMBASSY AMMAN
TO SECSTATE WASHDC PRIORITY 1420
INFO AMEMBASSY KUWAIT PRIORITY
AMEMBASSY ROME PRIORITY
AMEMBASSY TEHRAN PRIORITY
AMEMBASSY PARIS
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AMEMBASSY MANILA
AMEMBASSY ABU DHABI
AMEMBASSY BANGKOK
AMEMBASSY MANAMA
AMEMBASSY BRUSSELS
AMEMBASSY TOKYO
AMEMBASSY BRASILIA
AMEMBASSY SANTIAGO

UNCLAS SECTION 2 OF 3 AMMAN 2374

SERVICES TO VIENNA, LARNACA, DAMASCUS AND ALEPPO DURING 1976.
COMMENCING JULY 11, 1977, ONCEWEEKLY SCHEDULED ROUND TRIP 747-200B
COMBI SERVICES WILL BE INTRODUCED AMMAN-NEW YORK VIA REFUELING
STOP AMSTERDAM WILL POSSIBILITY AMMAN-NEW YORK NON-STOP SERVICES
AT LATER DATE. EFFECTIVE LATE 1977 OR EARLY 1978 AND SUBJECT
TO BILATERAL NEGOTIATIONS PHILIPPINES-JORDAN, AIRLINE PLANS TO

EXTEND TWO OF THREE WEEKLY AMMAN-BAHRAIN-BANGKOK 747-200B COMBI
 ROUNDTRIP SCHEDULED SERVICES EASTWARD TO MANILA AND TOKYO.
 ALSO EFFECTIVE EARLY 1978, AIRLINE PLANS TO INTRODUCE ONCE-
 WEEKLY 747-200B COMBI ROUNDTRIP SCHEDULED SERVICES AMMAN-DAKAR
 (OR LAGOS)-RIO DE JANEIRO-SANTIAGO. EFFECTIVE NOVEMBER 1977,
 AIRLINE PLANS TO EXTEND ITS TWICE-WEEKLY 707 ROUND TRIP SCHEDULED
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SERVICES AMMAN-VIENNA-COPENHAGEN ONWARD TO STOCKHOLM. EFFECTIVE
 SUMMER 1977 AND SUBJECT TO LIBYAN GOVERNMENTAL APPROVAL, AIRLINE
 PLANS TO INAUGURATE TWICE-WEEKLY ADVANCED 727-200 ROUNDTRIP
 SCHEDULED SERVICES AMMAN-TRIPOLI-TUNIS-CASABLANCA.

4. FINANCIAL RESULTS:

	YEAR ENDED	
	DECEMBER 31, 1976	DECEMBER 31, 1975
OPERATING REVENUES	(CONVERSION RATE 1 DINAR PLUS \$3.11)	
SCHEDULED SERVICES	22,354,953 JD	15,156,041 JD
CHARTER SERVICES	1,456,102 JD	1,605,999 JD
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TOTAL OPERATING REVENUES	23,811,055 JD	16,762,040 JD
TOTAL OPERATING EXPENSES	23,346,062 JD	16,240,847 JD
	-----	-----
NET OPERATING INCOME	464,993 JD	521,193 JD
NER PROFIT (AFTER		
ADJUSTMENTS)	182,266 JD	333,744 JD
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NOTE: NET PROFIT 1976 SHARPLY DILUTED DUE UNSUBSIDIZED NET
 LOSS OF 375,000 JD ON GOJ ORDERED AQABA-AMMAN-DAMASCUS-ALEPPON
 ROUTE AND INCREASE OF 600,000 JD IN OPERATING EXPENSES DIRECTLY
 DUE TO STEEP RISE IN COST OF FUEL UPLIFTED AT AMMAN COMMENCING
 AUGUST 1976.

5. INCREASES IN OPERATING REVENUE 1976 OVER 1975 AND FORECAST 1977 OVER 1976.

	FORECAST	ACTUAL
	1977 OVER 1976	1976 OVER 1975
PASSENGER	PLUS 62.8 P.C	PLUS 42.4 P.C
CARGO	PLUS 244.2 P.C.	PLUS 72.3
EXCESS BAGGAGE	PLUS 39.7 P.C.	PLUS 98.7
MAIL	PLUS 47.5	PLUS 102.8
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TOTAL SCHEDULED PLUS 89.7-0/0 PLUS 47.4

6. INCREASES IN TRAFFIC 1976 OVER 1975 AND FORECAST
1977 OVER 1976.

	FORECAST	ACTUAL
	1977 OVER 1976	1976 OVER 1975
REVENUE PASSENGER		
KILOMETERS	PLUS 45.0 P.C	PLUS 30.0 P.C
AVAILABLE SEAT		
KILOMETERS	PLUS 31.0	PLUS 31.0
SEAT FACTOR	5.5 POINTS	-0.5 POINTS
REVENUE TO KILOMETERS	PLUS 77.0 PC	PLUS 39.0 P.C
AVAILABLE TON KILOMETERS		
	PLUS 68.0	PLUS 44.0
LOAD FACTOR	PLUS 2.5	- 1.4

CARGO REVENUE TON

KILOMETERS	PLUS 189.0 P.C	PLUS 83.0 P.C
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7. AVERAGE DAILY UTILIZATION ALIA FLEET

(HOURS PER DAY PER AIRCRAFT)

	FORECAST 1977	ACTUAL 1976	ACTUAL 1975
BOEING 747-200B	9.6	-	-
COMBI			
" ADV. 727-			
200	7.0	6.8	6.4

	FORECAST 1977	ACTUAL 1976	ACTUAL 1975
BOEING 707-320 C			
(PSGR)	7.8	7.4	5.7
" 707-320 C			
(CARGO)	7.4	3.7	-
" 720-21 B	-	5.4	5.6
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TOTAL FLEET	7.8	6.4	5.8
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NOTE: INCLUDES SCHEDULED SERVICES, CHARTERS, EXTRA-SECTIONS.

8. FLEET DEPLOYMENT: EFFECTIVE MAY-DECEMBER 1977

A. BOEING 747-200B COMBI (TWO AIRCRAFT; SECOND TO BE
DELIVERED MAY 12)

AMMAN-LONDON TWO ROUND TRIPS WEEKLY (EFF. APRIL 26)

AMMAN-NEW YORK (VIA OPERATIONAL STOP AMSTERDAM)

ONE ROUND TRIP WEEKLY (EFF. JULY 11)

AMMAN-BAHRAIN-BANGKOK THREE ROUND TRIPS WEEKLY
PENDING HOST COUNTRY APPROVAL, FOLLOWING ADDITION 1
747-200B COMBI SERVICES TO BE INTRODUCED THIS YEAR.

AMMAN-PARIS ONE ROUNDTRIP WEEKLY

AMMAN-FRANKFURT ONE ROUNDTRIP WEEKLY

AMMAN-ROME-BRUSSELS ONE ROUNDTRIP WEEKLY

(INITIAL AVERAGE DAILY UTILIZATION PER A/C 7.4
HOURS. AVERAGE DAILY UTILIZATION PER A/C 9.6 HOURS.)

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P 251049Z APR 77

FM AMEMBASSY AMMAN
TO SECSTATE WASHDC PRIORITY 1421
INFO AMEMBASSY KUWAIT PRIORITY
AMEMBASSY ROME PRIORITY
AMEMBASSY TEHRAN PRIORITY
AMEMBASSY BRUSSELS
AMEMBASSY PARIS POUCH
AMEMBASSY LONDON POUCH
AMEMBASSY MANILA POUCH
AMEMBASSY ABU DHABI POUCH
AMEMBASSY BANGKOK POUCH
AMEMBASSY MANAMA POUCH
AMEMBASSY TOKYO POUCH
AMEMBASSY BRASILIA POUCH
AMEMBASSY SANTIAGO POUCH

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B. BOEING ADVANCED 727-200 (THREE AIRCRAFT)
AMMAN-ROME ONE ROUNDTRIP WEEKLY
AMMAN-ATHENS-MADRID TWO ROUNDTRIPS WEEKLY
AMMAN-LARNACA-ATHENS ONE ROUNDTRIP WEEKLY

AMMAN-TRIPOLI-TUNIS-CASA-

BLANCA TWO ROUNDTRIPS WEEKLY

(PENDING APPROVAL GOVT.

OF LIBYA)

AMMAN-DOHA-MUSCAT ONE ROUNDTRIP WEEKLY

AMMAN-ABU DHABI-DUBAI TWO ROUNDTRIPS WEEKLY

AMMAN-BAGHDAD ONE ROUNDTRIP WEEKLY

AMMAN-CAIRO SEVEN ROUNDTRIPS WEEKLY

AMMAN-BEIRUT SEVEN ROUNDTRIPS WEEKLY

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AMMAN-TEHRAN TWO ROUNDTRIPS WEEKLY

AMMAN-AQABA FOUR ROUNDTRIPS WEEKLY

AMMAN-DAMASCUS-ALEPPO TWO ROUNDTRIPS WEEKLY

AMMAN-DAMASCUS ONE ROUNDTRIP WEEKLY

AVERAGE DAILY UTILIZATION PER A/C 6.7 HOURS.

C. BOEING 707-320C (FOUR AIRCRAFT

AMMAN-ROME-BRUSSELS ONE ROUNDTRIP WEEKLY

AMMAN-PARIS TWO ROUNDTRIPS WEEKLY

AMMAN-LONDON TWO ROUNDTRIPS WEEKLY

AMMAN-FRANKFURT-COPENHAGEN ONE ROUNDTRIP WEEKLY

AMMAN-FRANKFURT ONE ROUNDTRIP WEEKLY

AMMAN-VIENNA-COPENHAGEN TWO ROUNDTRIPS WEEKLY

AMMAN-GENEVA-AMSTERDAM TWO ROUNDTRIPS WEEKLY

AMMAN-DUBAI-KARACHI ONE ROUNDTRIP WEEKLY

AMMAN-DOHA-MUSCAT ONE ROUNDTRIP WEEKLY

AMMAN-ABU DHABI-DUBAI TWO ROUNDTRIPS WEEKLY

AMMAN-KUWAIT FIVE ROUNDTRIPS WEEKLY

AMMAN-ABU DHABI TWO ROUNDTRIPS WEEKLY

AMMAN-DHAHRAN TWO ROUNDTRIPS WEEKLY

AMMAN-JEDDAH THREE ROUNDTRIPS WEEKLY

AMMAN-DAMASCUS ONE ROUNDTRIP WEEKLY

AVERAGE DAILY UTILIZATION PER A/C 7.4 HOURS

D. BOEING 707-320C ALL-CARGO (ONE AIRCRAFT)

AMMAN-AMSTERDAM ONE ROUNDTRIP WEEKLY

AMMAN-ROME ONE ROUNDTRIP WEEKLY

AMMAN-LONDON ONE ROUNDTRIP WEEKLY

AMMAN-BAHRAIN-ABU DHABI ONE ROUNDTRIP WEEKLY

AMMAN-DUBAI ONE ROUNDTRIP WEEKLY

AMMAN-MUSCAT ONE ROUNDTRIP WEEKLY

AVERAGE DAILY UTILIZATION PER A/C 7.4 HOURS

9. FLEET INVENTORY AND CONFIGURATION (AS OF APRIL 22)

BOEING 747-200B COMBI 1 A/C 26 F.C. PLUS 230 ECONOMY

SL (SIDE LOADING) SEATS PLUS 6 MAINDECK

88"X125" CARGO PALLETS

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BOEING ADV 727-200 3 15 F.C. PLUS 114 ECONOMY SEATS
 BOEING 707-320C 1 17 F.C. PLUS 130 ECONOMY SEATS
 BOEING 707-384C 2 15 F.C PLUS 130 ECONOMY SEATS
 (EX-OLYMPIC)
 BOEING 707-321C
 (EX-PAN AM) 1 17 F.C. PLUS 130 ECONOMY SEATS

BOEING 707-321C
 (ALL CARGO (EX-PAN AM) 1 15 F.C.PLUS 110 ECONOMY SEATS,

USED AS TRAINING AIRCRAFT AND
 OPERATIONAL RESERVE;TO BE SOLD.

ON ORDER: (FOR DELIVERY
 MAY 12, 1977)

BOEING 747-200B COMBI SL 1 26 F.C. PLUS 362 ECONOMY SEATS

10. ALIA PERSONNEL ROSTER

YEAR - END

1976 - 1975

EXECUTIVE AND GROUND STAFF 1841 - 1526

ALIA PERSONNEL ROSTER (CONTINUED)

YEAR - END

1976 1975

FLIGHT CRUEW 156 116

CABIN CREW 168 117

TOTAL 2165 1759

11. PAID-UP CAPITAL:

AUTHORIZED CAPITAL OF ALIA IS 12 MILLION JD'S, OF WHICH 10
 MILLION JD'S IS PAID-UP (INCREASED FROM 7.76 MILLION JD'S DURING
 1976). THE CAPITAL CONTRIBUTION OF \$30 MILLION CONTRIBUTED BY
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A FOREIGN DONOR (UTILIZED AS DOWNPAYMENT FOR THE TWO NEW 747-200B
 COMBI'S) IS NOT YET REFECTED ON AIRLINE'S BALANCE SHEET, BUT
 GOJ RECOMMENDS THAT AIRLINE SHOW THIS CONTRIBUTION AS AN INCREASE
 IN PAID-UP CAPITAL. THIS WILL DOUBLE ALIA'S PAID-UP CAPITAL TO
 APPROXIMATELY 20 MILLION JD'S.

12. FLEET PLAN (TENTATIVE):

ACQUISITION SECOND 707-320C FREIGHTER (USED) VALUED AT \$6 MILLION,
 FOR DELIVERY SPRING 1978. ACQUISITION THIRD 747-200B COMBI

FOR DELIVERY SPRING 1979, FOURTH FOR DELIVERY SPRING 1981,
FIFTH FOR DELIVERY SPRING 1983.
SUDDARTH

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Message Attributes

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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Office: ACTION EB
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TAGS: EAIR, ETRD, BEXP, JO, BOEING
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/d3e116a0-c288-dd11-92da-001cc4696bcc
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